

## President's Report

Erika Sklar, MAHU President

Time to gear up for **Medicare season!** I know agents are starting to go to meetings and learn about new products and regulations. The carriers are holding classes throughout the state on new products too! Please check out all the carriers and their new products in the state of Michigan and be an informed agent.



**You can also attend the MDAHU Medicare Summit September 26, 2019** ([www.MDAHU.org](http://www.MDAHU.org)) and find all the resources for agents. Please see description below for more information - sign up today!

If you want to find Chapter events throughout Michigan, go to: [WWW.MAHU.org](http://WWW.MAHU.org) and click local chapters. We have some amazing meetings coming up throughout the state to keep you informed.

Did you know you can receive referrals from the NAHU website? That's right, did you know the NAHU find an agent link works? I have had multiple referrals for clients from the Find an Agent link. I have also referred clients out of state too! The one thing I made sure was that my information was updated on my account. So, all members, please take a moment to update your information on the NAHU website.

Our board is working hard to retain and attract new members. Our goal in Michigan is to speak with one voice in our industry. Reach out to non-members, let them know the value of membership. Spread the word! Click the link to find out the dollar value of membership: <https://nahu.org/membership/why-join-nahu> Finally, stay tuned for the state legislature to address surprise billing. However, the budget will be the first thing to tackle in Michigan. See more details in the legislative report.

Walter Payton of the Chicago bears once said, "When you're good at something, you'll tell everyone. When you're great at something, they'll tell you." Great motto for NAHU members!

Warmest Regards,

Erika Sklar, President

Medicare Open Enrollment is quickly approaching! **MDAHU** is hosting their annual **Medicare Summit on September, 26th at the Motor City Casino**. This event is packed with valuable information to help you be successful in when working in the Medicare space.

The event will cover topics Social Security, Medicare EGWP, legislative update, CE Course #75653 Medicare Trends, how to grow your Medicare sales and much more! Additionally, you will be able to meet with the carrier reps and get supplies. We look forward to seeing you.

\$10 for members and \$20 non- members  
Continental breakfast and lunch included

**Link below to register:**

[Learn More](#)

## Legislative Update

Cathy Cooper & Marlayna Malvich  
MAHU Legislative Chairs  
Ryan Burtka, MAHU Lobbyist



The Michigan Legislature is likely to pass their version of the FY 2020 state budget this week. Negotiations between Governor Gretchen Whitmer and the Republican led legislature broke down weeks ago after an agreement couldn't be reached on additional funding to repair Michigan's broken roads.

The legislature convenes Tuesday to vote on the conference reports for individual department budgets and its anticipated the budget will be on the way to the Governor's desk for her signature this week prior to the October 1st deadline. Governor Whitmer has pulled back her previous threat of vetoing the entire state budget with the promise that Republican legislators will return to the bargaining table in October to discuss additional road funding. However, the Governor does retain the ability to line item veto certain portions of the budget and she is expected to use that power judiciously.

While a complete government shutdown in Michigan is unlikely on October 1st, certain departments or programs may have their FY2020 appropriations rescinded by the Governor.

## NMAHU MEETINGS

[CALENDAR OF EVENTS](#)



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[CALENDAR OF EVENTS](#)



# SMAHU MEETINGS

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## WMAHU Update

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Bienvenido DelaPaz  
John Fallot  
Cetara James  
Victoria Kelly  
Doug Koning  
Jessica Mion  
Scott Schouest  
Autumn Ward

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## Michigan Association of Health Underwriters

We are an association of health insurance professionals who specialize in the delivery of individual and group insurance products. Our focus is to improve our health care system here in our state.

We represent our local chapters, clients, the insureds, and work to make health insurance more affordable and accessible for our state's residents. By educating our elected officials, we strive to avoid unnecessary legislation and the unintended consequences that often follows increased governmental involvement.

